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## STATE PROGRAMS OF WORK IN FARM MANAGEMENT AND FARM ECONOMICS.

NEW YORK.

In 1919 the departments of farm management and rural economy at this institution were combined to form a department of agricultural economics and farm management. Since that time, under the leadership of Dr. G. F. Warren, the work of the department has been expanded considerably. The lines of investigational work in farm management formerly carried on have been continued and beginnings have been made in the study of marketing, transportation and farm finance. The more important investigations now under way are:

1. *Farm Cost Accounting*.—This work was begun in 1911, when A. L. Thompson, as a graduate student, kept accounts on five New York farms. Since 1912 the work has been carried on in coöperation with the Office of Farm Management. Data for two years, 1912 and 1913, were published as Cornell Bulletin 377. The results of the six years 1914 to 1919 will soon be published. Accounts are now being kept on thirty to forty farms in various parts of New York State.

As a by-product of this work, a study was made of farm layout. Maps of the cost account farms were used in this investigation, the results of which are published as Cornell Memoir 34.

2. *Farm Management Surveys*.—Farm management surveys were the first investigational work of the department and they have continued to be one of the most important lines of work. After ten years, re-surveys of Tompkins and Livingston counties were made in 1917 and in 1918. Because of war conditions only one of the four townships included in the 1907 survey of Tompkins County was covered in 1917. In this township, Dryden, two hundred and fifty records were obtained. In Livingston County seven hundred and twenty-four records were obtained in the same townships covered ten years before. In addition to the record of a year's business, data on farm population, farm living conditions and changes in ownership during the ten-year period were obtained in each of these regions.

Repeated annual surveys have been made in a fruit region in Niagara County, New York, from 1913 to 1920, inclusive. From seventy to one hundred and seventy-eight records have been taken each year and a total of nine hundred and sixty records in the eight years.

Yields of fruit by varieties have been obtained for several years as well as the usual business record.

Altogether, up to the present time, seven thousand six hundred and thirty-four records of farm business operations for a year have been taken by this department in various counties of the State.

3. *Economic Studies of Dairying in Broome and Herkimer Counties, New York.*—Surveys have been made in two dairy regions of the State to study the economics of dairying. For the year ending May 1, 1915, one hundred and forty-nine records were obtained in Broome County, New York, and one hundred and sixty-three records for the year ending May 1, 1919, in Herkimer County, New York. Data were obtained so that the seasonal, the annual, the cow and the herd costs of milk production could be computed as well as the cost of growing heifers. Studies of feeding and the relation of weights of animals to various factors have been made. The results of the Broome County study will soon be available as a Cornell Memoir. The Herkimer County study is practically complete and will soon be submitted for publication.

4. *Economic Studies of Production of Canning Crops in New York.*—This investigation includes studies of the cost of production and factors affecting the economical production of the important canning crops—peas, tomatoes, sweet corn, string beans and Lima beans. Data were obtained by the survey and account methods in the important producing areas of the State.

Peas, 3 areas.....	53 accounts	209 records
Tomatoes, 3 areas.....	26 accounts	107 records
Sweet corn, 3 areas.....	11 accounts	23 records
String beans.....	3 accounts	
Lima beans.....	4 accounts	

The results of this investigation are complete and will soon be submitted for publication.

5. *Economic Study of Farm Tractors in New York.*—This investigation includes a study of costs of tractor operation and the effects of use of tractors on farming. Detailed records were obtained by the survey method from eighty-seven farmers in a general farming and a fruit-growing region. In addition, three hundred and ten replies were received from about two thousand questionnaires sent out by mail to tractor owners in various parts of the State. The results of this study will soon be available as Cornell Bulletin 405.

6. *Price Studies.*—The investigations of prices include studies of the movements of prices of agricultural and other products, price

cycles, the relation of agricultural prices to industrial and business conditions and the secular trend of prices. Some of the results of these studies are now available as United States Department of Agriculture Bulletin 999.

A study is also being made of the relations of production to price of potatoes, apples, hay and other crops. From a study of the general trend of production and of the relation of production to price as shown by past experience formulæ have been worked out for forecasting the probable price with any given size of crop. Further study will be made of the elasticity of consumption of different crops and of the relation of this factor to price.

7. *Transportation Problems.*—Field work has just been begun on a study of the costs of operation and economic effects on farming of farm motor trucks. Several thousand questionnaires have been sent to truck owners in various parts of the State. In addition detailed records of costs and effects of farm motor trucks are being obtained in Broome County, New York.

A beginning has been made in the study of the problems of railroad transportation as they affect agriculture. One man is devoting his entire time to this subject.

8. *Movement of Farm Population.*—In this investigation surveys were made in two regions of the State to study the movement of farm population, about eighty records being obtained in each region. Use was also made of data on farm population obtained in the Farm Management surveys of Tompkins and Livingston counties. The results of this study are complete and will probably be published soon.

9. *Farm Labor.*—A survey was made of farm labor in a general farming region of Seneca County, New York. Data were obtained on costs and hours of the labor of each person employed on the farms, as well as on the personal history and financial condition of each worker.

10. *Marketing.*—Coöperative organizations of farmers for buying and selling have been developing rapidly in New York. Up to the present time the greater part of the marketing work has been a study of these marketing organizations. Some work has also been done in assisting in the formation of coöperative marketing associations and in helping to shape their policies.

11. *Farm Finance.*—Field work will soon begin on an investigation of the farm credit situation in New York State. It is planned to obtain information as to the present sources, the availability and the costs of farm credit.

12. *Cost of Living in a Small Factory Town.*—This study was undertaken to determine the economic advantages of the small “farm” as a home for persons engaged in industry. Living costs and other factors were ascertained for employees of one factory living on such small “farms” and in town. The investigation has been completed and the results will soon be published.

#### EXTENSION.

Extension work in farm management and in marketing has had a steady, healthy growth at Cornell. At present three men are giving their entire time to this work. Other members of the department are called upon for occasional meetings. The most important extension projects now being carried on are:

1. *Demonstration Schools.*—These are three- or five-day farm-management schools given in coöperation with some other department of the college.

2. *Single Community Meetings.*

3. *Farm Management Tours.*—The County Farm Bureau coöperating in this project organizes a group of thirty to fifty farmers to make an all-day automobile trip to farms in a neighboring region. The attempt is made to teach the fundamental principles of good farm organization through a trip to successful farms and a study of their organization and management. Although tried for the first time in New York, this year, these tours have been very successful and a considerable demand has arisen for them.

4. *Farm Accounting.*—Farm inventory books and single farm account books have been prepared by the department and sold at cost through the county farm bureaus to the farmers of the State. When requested assistance is given to groups of farmers to enable them to start keep and summarize their farm accounts.

5. *Farm Management Reading Course.*—An advanced reading course in farm management, based on Warren’s “Farm Management,” has been prepared and is being offered to interested persons.

6. *Publicity Material.*—From time to time articles on timely farm management topics are furnished to the press through the extension office of the college.

7. *Correspondence.*

8. *Farm Management Service.*—In one county of the State an experiment has been tried in furnishing a farm management service for a group of coöperating farmers. Each of the coöperating farmers pays \$10 for this service. The department agrees to furnish to each

farmer an accurate map of the farm layout, on tracing cloth, with six blueprints, a drawing of the floor plans of the farm barns, a study of the layout and buildings, with suggestions for improvement, and assistance in taking an inventory and starting simple farm accounts. A survey record of the past year's business is obtained from each farmer and suggestions for improving the business are made on the basis of this record. Although this project is only an experiment, it is believed that there will be a considerable demand for this rather intensive type of extension work.

9. *Marketing*.—During the past year assistance has been given to a large number of coöperative associations through informal conferences with managers and boards of directors.

10. *Marketing*.—Retail merchants' conferences.

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#### ONTARIO, CANADA.

The first farm business survey in Ontario was made in Caledon township, Peel County, in the fall of 1917. This small survey, covering 113 farms, was the first systematic effort made in Ontario to secure authoritative information and figures upon the farming industry as a business proposition.

In the spring of 1918 a much larger survey was made, covering 437 farms in Oxford and 340 farms in Dundas. The sections surveyed were the foremost dairy districts of western and eastern Ontario, respectively. These surveys were continued in the spring of 1919; after that time the Dundas work was dropped, but the Oxford survey was continued until the spring of the present year. The work was extended still further in the spring of 1919 to cover the beef-raising industry of North Middlesex and mixed farming in parts of Wellington, Dufferin and Peel; 1920 saw a continuation of the above surveys, together with a special investigation in York County into the cost of producing milk for the Toronto market. An initial survey of the apple-growing and mixed-farming area of Durham County was undertaken in the same spring. Work was also commenced upon the cost of producing tomatoes for market in the Niagara district, and later upon a complete survey of 178 fruit farms in the same section.

This year's work has been even more extensive than that of previous years. The Oxford, Middlesex and Durham surveys have been continued, and a new investigation started into the peculiar type of mixed

farming followed in Kent County in the western peninsula. Much work has also been done upon the cost of beef production in Western Ontario, in relation to freight rates, and the findings of this investigation were recently presented before the Railway Commission. Reports upon the results of all these surveys are already in print or will be issued shortly.

An important branch of the work of the department is the introduction of a system of cost accounts. Representative farmers in Oxford, Dufferin and Durham, numbering in all about 75, are keeping full accounts of everything connected with the farm business under the personal direction of the department's specialist in cost accounting. This work is expected to bring out some extremely interesting and valuable facts and figures, and at the same time to be of great benefit to the farmers engaged in it.

Another undertaking which is about to be embarked upon is the investigation of markets, marketing conditions, and coöperative enterprises. Under present conditions there is a very great demand for work along these lines, and this branch is expected to develop as rapidly as has the farm survey proper.

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